

“Ready, Willing & Able”

The Official Newsletter of

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The Office of Small and Disadvantaged Business Utilization & The Minority Resource Center

The Transportation Link is now Ready, Willing & Able

Those of you awaiting the June issue of The Transportation Link may have been surprised to receive Ready, Willing & Able instead. Though The Transportation Link served as its official newsletter for more than a decade, administrators felt that the name did not capture the spirit of DOT OSDBU/MRC. Thus, Ready, Willing & Able was born.

In addition to offering programs like Bonding Assistance and Short Term Lending, OSDBU/MRC supports DBEs by developing partnerships with chambers of commerce and trade associations, hosting conferences and training opportunities, and operating the National Information Clearinghouse, all of which reflect the organizations' commitment to your success.

Disadvantaged Business Enterprise Spotlight

MicroTech CEO Practices What He Preaches

Anthony Jimenez may have been granted Service-Disabled Veteran-Owned Small Business (SDVOSB) status 14 months ago, but he's been practicing its philosophy for years.

A highly-decorated combat veteran who served in Kuwait, Bosnia-Herzegovina, Liberia and El Salvador, Jimenez knows firsthand the difficulties that so many veterans face in the civilian business world. So when he founded MicroTech, an information technology company focusing on solutions and support for Microsoft technologies in the IT Enterprise environment, he set out to make the transition smoother for veterans.

“It's always been part of our development,” Jimenez says. “Some SDVOBs may feel that I'm the president and I'm service-disabled and that's enough. But I look at it as an irrigation system: If you're only feeding one plant, can you really grow an orchard?”

Since its inception, the Vienna, Va.-based company has garnered an impressive list of contracts and subcontracts,

including current projects with Department of the Army, National Institute of Health and Department of Veterans Affairs.

Jimenez himself has been selected as a Federal 100, one of the top 100 executives from government, industry and academia having the greatest impact on the government information system's community. But it's his commitment to his fellow veterans that matters most.



Anthony Jimenez, MicroTech

“Forty percent of our workforce and all of our management are service-disabled veterans,” he says. “I am most pleased about our ability to provide significant opportunities to them.”

For more information on MicroTech, visit their website at www.microtechllc.com.

Jose Gutierrez named Acting Director of OSDBU/MRC

Jose Gutierrez has been named Acting Director for DOT's Office of Small and Disadvantaged Business Utilization. Gutierrez, who has served as OSDBU Deputy Director since April 2004, steps in for Sean Moss, who left the organization to take a position as Director of HUD's New York City Regional Office.

Gutierrez began his career with the Federal government 30 years ago at the U.S. Department of Commerce before transferring to the District of Columbia government, where he held a number of management positions.



Jose Gutierrez

In 1980, he was appointed to Mayor Marion Barry's Cabinet, serving as the city's Chief Procurement Officer and Director of Administrative Services, among other integral roles. During his tenure, Gutierrez worked closely with Congress, as well as the Carter and Reagan administrations, in the development of self-government issues, including the Federal hand-off of procurement and personnel authority to the District government.

Prior to joining OSDBU, Gutierrez held a number of positions within the U.S. Small Business Administration including Procurement Center Representative, Jacksonville, Fla.; Deputy District Director, Washington, D.C.; Acting District Director, Puerto Rico and Virgin Islands; and Associate Administrator for the Office of Minority Enterprise Development. He has also served as Coordinator/Instructor of Management Studies Program at the University of the District of Columbia, School of Business, Labor and Industrial Relations Center.

OSDBU



Regional Minority Resource

When U.S. Transportation Secretary Norman Y. Mineta announced the creation of Regional DBE Conferences at the last National DBE Conference, he reaffirmed the DOT's commitment to DBEs by enhancing their ability to participate in transportation-related opportunities. With three Regional DBE conferences already completed as of press time, it appears that their value is far exceeding the expectations of the DOT — and even the participants themselves.

Chicago, Illinois

The MRC's 2005 Regional Conferences kicked off in late April in the Windy City suburb of Schaumburg, IL. Co-hosted by the Northern and Midwest regional MRCs, the two-day event "far exceeded expectations," according to David Stokes, executive director of the Midwest Regional MRC.



"We more than met our objectives," he says. "And we heard from quite a few participants that it was the best conference they ever attended."

Great Lakes Conference

One reason for the conference's success, Stokes adds, was the strong regional support from all of the states involved. "We work together and support each other on an on-going basis throughout the year," Stokes says, "but the success of the conference really was a result of our collaboration."

Another was the agenda itself. Following a special meeting and discussion with then OSDBU Director Sean Moss on policy issues, participants had access to six dynamic workshops including "Show Me the Money: Finance and Bonding," "Fraud: So Where's the Good Faith" and "Strategies for Business Growth."

"Participants responded that the issues covered were on target and meaningful," Stokes says, "which led to excellent dialog in our workshops."

Center/ DBE Conferences are a Hit!

Atlanta, Georgia

For the Southeastern Region, its Regional DBE Conference was all about coordination and cooperation. In addition to co-hosting the one-day event with Alabama A&M University, the Atlanta-based MRC joined forces with the Georgia DOT (GDOT) and City of Atlanta to bring participants a more comprehensive conference, covering Federal, state and local opportunities and issues.

Following an inspiring keynote by educator/author Dennis Kimbro, Ph.D. (What Makes the Great Great), DBEs attended workshops on certification, business development, financial assistance and bonding. Workshops focused on financial management and legislation affecting DBEs along with GDOT announcing \$18 billion in future procurement projects.



Sky is the Limit Conference

MRC Director Joe Jackson found the conference to be “an overwhelming success” due, in large part, to its scope. “We didn’t just address the needs of one audience,” he says. “We reached out to the entire contracting community — prime, private, government, DBEs and subcontractors.”

“For us it was important to collaborate [with GDOT and the city] to build capacity and capability for the small businesses we assist,” says Chinai Hardy, MRC project coordinator.

San Juan, Puerto Rico

“The response was very, very good,” says Juan Woodroffe, project director for the Puerto Rico & Virgin Islands Regional Center, of their recent conference held in Puerto Rico’s capital city. “The attendees thought the one-on-one meetings were excellent. They also felt that the information presented was very user-friendly, and they liked the panel format.”

Opportunity: Tren Urbano

To residents of Puerto Rico, Tren Urbano (Urban Train) is a welcomed convenience. To enterprising DBEs, it’s a welcomed opportunity.

The multi-billion dollar, light rail train system, which opens for revenue business this month, transports riders between San Juan and Bayamón with a total of 16 stations along the 17-kilometer line. And thanks to a Memorandum of Understanding (MOU) between the U.S. DOT, OSDBU/MRC, Interlink Realty Corp., Puerto Rico & Virgin Islands Regional MRC and Tren Urbano, DBEs can get in on the ground floor.



Signing of the MOU at the May Conference

“This is a big ‘wow’ for DBEs,” says Juan Woodroffe, project director for the Puerto Rico Regional MRC. With a mission of enhancing the economic development of the Puerto Rico DBE community, the MOU specifies “a goal of leasing 11 [of 30 total] concessions in the Tren Urbano stations to minority- and women-owned businesses” on a best-effort basis. “It’s a great opportunity for DBEs of all sizes to participate in a multi-billion dollar project that’s only going to continue to grow,” he adds.

Businesses of all types are being sought out to fill concession openings from bookstores and banks to fast food and flower shops. The spaces range from 172 to 4,321 square feet. But the most appealing aspect, Woodroffe says, is the potential.

“Concessionaires will not only get traffic from Tren Urbano passengers, but, depending on the location of the station, they’ll also get business from the neighborhoods,” Woodroffe adds. “As real estate is built out, life will be brought to the area. A whole new world will be created by these stations.”

To learn more about Tren Urbano and DBE opportunities, contact Juan Woodroffe at (787) 289-7880 or juan@jwoodroffe.com.

Calendar of Events

June / July 2005

June 11-14

2005 AMAC/FAA 21st Annual Airport Business Diversity Conference & Exhibition — Hollywood, CA
Contact: Airport Minority Advisory Council
(866) 703-2622 • www.amac-org.com

June 22-23

Regional DBE Economic Procurement and Financial Summit Pre-Conference Intensive Workshop — Oakland, CA
Contact: MRC Western Region
(510) 272-0736 • www.anuegroup.us

June 23-24

Regional DBE Conference: Western Region — Oakland, CA
Contact: MRC Western Region
(510) 272-0736 • www.anuegroup.us

July 9-13

COMTO National Meeting and Training Conference 2005 Atlanta, GA
Contact: Conference of Minority Transportation Officials
(202) 530-0551 • www.comto.org

July 25

Regional DBE Conference: Southern Region — Orlando, FL
Contact: MRC Southern Region
(407) 428-5860 ext. 109 • www.allianceflorida.com

www.osdbu.dot.gov

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